

## Message Text

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ACTION EB-11

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SUBJ: JOINT US - POLISH TRADE COMMISSION THIRD SESSION

W. M. SPELLMAN, DIRECTOR OF STAFF, IBM ROECE INC VIENNA BRANCH,  
HAS SENT FOLLOWING LETTER DATED SEPT 14, 1973 TO EWTC DIRECTOR  
MARTIN WITH IBM ANSWERS KEYED TO REFTEL QUESTIONS:

"YOUR LETTER TO MR. B. BREMANDER REGARDING A SURVEY OF OUR  
EXPERIENCES IN POLAND HAS BEEN REFERRED TO ME AS I HAVE RECENTLY  
BEEN NAMED THE IBM ROECE INDIVIDUAL RESPONSIBLE FOR  
ESTABLISHING AND ADMINISTERING AN OFFICE IN POLAND.

ADDRESSING YOUR SPECIFIC QUESTIONS, MY COMMENTS ARE AS FOLLOWS:

(A) WE HAVE BEEN DEALING WITH FOREIGN TRADE ORGANIZATIONS AND END  
USERS. OUR ABILITY TO ESTABLISH CONTACTS AT BOTH LEVELS ARE NO  
DIFFERENT THAN IN THE WEST; IF THEY WANT TO TALK TO YOU, THE  
CONTACT WILL BE ESTABLISHED.

(B) WE HAVE RECENTLY RECEIVED PERMISSION TO OPEN A TECHNICAL  
OFFICE. THE PROCEDURE WAS ARDUOUS, AND WE STILL HAVE SOME OPEN  
QUESTIONS. I THINK THIS IS A RESULT OF THE FACT THAT THEIR

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PROCEDURES ARE NEW, AND WE INSIST ON ESTABLISHING AN OFFICE  
PROPERLY. THE FEES ARE MODEST, SOMETHING AROUND \$1,000.

(C) AT THE MOMENT WE ARE LEASING AN APARTMENT FOR TECHNICAL OFFICE SPACE AND WE WOULD EXPAND THE SPACE TO MORE APARTMENTS IF NECESSARY. WE HAVE NOT YET HIRED LOCAL PERSONNEL. THE LAW PROVIDES THAT BUSINESS MACHINES, OFFICE FURNITURE, ETC CAN BE IMPORTED AND EXPORTED WITHOUT DUTY.

(D) AS A MATTER OF PRACTICE, WE DO NOT HAVE PERSONNEL LIVING PERMANENTLY IN POLAND. THEY LIVE IN VIENNA AND TRAVEL IN MONDAY, AND OUT FRIDAY. DURING THE WEEK, THEY ARE HOUSED IN APARTMENTS. AS WE DO NOT HAVE US NATIONALS WORKING OR LIVING IN WARSAW, I AM UNABLE TO MAKE A COMPARISON OF HOW US PERSONNEL ARE TREATED AS OPPOSED TO OTHERS.

(E) VISAS HAVE NOT PRESENTED A PROBLEM, NOR HAVE MULTIPLE ENTRY VISAS. NONE OF OUR PERSONNEL, AGAIN, ARE AMERICANS.

(F) OBVIOUSLY THE COST OF LIVING IN VIENNA AND TRAVELLING TO POLAND ARE HIGH, BUT THAT'S AN INTERNAL PROBLEM, NOT INDIGENOUS TO POLAND.

(G) WE HAVE NOT FOUND THE POLES UNREASONABLE IN CONTRACT NEGOTIATIONS.

(H) FOR OUR PARTICULAR INDUSTRY, CERTAINLY LICENSING AND MONITORING ISSUES COULD BE BETTER ADDRESSED ON A GOVERNMENT TO GOVERNMENT LEVEL. THIS WOULD SERVE TO ALLEVIATE SOME OF OUR OPERATIONAL COMPLICATIONS, AND AT THE SAME TIME IMPROVE NORMAL TRADE RELATIONSHIP AND THE INCREASE OF THAT TRADE.

(I) IN THE ABOVE I HAVE NOT OFFERED ANY SERIOUS COMPLAINTS. HOWEVER, I WOULD PREFER THAT THIS RESPONSE REMAIN ANONYMOUS.

I TRUST THE ABOVE WILL PROVE USEFUL."

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